

Message Text

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20

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 SS-20 EB-11 CIAE-00 INR-10

NSAE-00 RSC-01 /059 R

66617

DRAFTED BY: COM/OED/MEPD:JLSMITH

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COM/OED/MEPD:JMSANDS

STATE/ARA/BR:JSLATTERY

COM/BIC/OIM:TJOHNSON

----- 129102

R 142247Z NOV 73

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS STATE 225081

FROM SMITH FOR TAHER

EO 11652: NA

TAGS: BMEP, BR

SUBJ: RAILWAY CARS FOR BRAZIL

REF: RIO 4151, PREVIOUS

1. INTERESTED LEARN OF BRAZILIAN PRODUCERS' CLAIM RE LAW OF SIMILARITY. PULLMAN-STANDARD SHARES CONGEN'S PERPLEXITY ABOUT LOCAL FIRM'S ABILITY SUPPLY CARS, ESPECIALLY IN FACE WORLD-WIDE STEEL SHORTAGE. WE ASSUME REDE RESPONSE TO BID EXTENSION WILL PROVIDE CLUE RE GOB ATTITUDE TOWARD LOCAL PRODUCERS' CLAIM.

2. APPRECIATE CONGEN'S VIEWS RE APPOINTMENT LOCAL AGENT. MEPD HAS AGAIN RAISED THIS POINT WITH PULLMAN. HOWEVER, FIRM HAS REITERATED ITS INTENTION DISCUSS THIS MATTER
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DIRECTLY WITH REDE BEFORE MAKING DECISION TO MAKE CERTAIN

ITS CHOICE WILL BE ACCEPTABLE TO BRAZILIAN OFFICIALS.

3. PULLMAN PLEASED OBTAIN CONGEN SUGGESTION RE SAO PAULO VISIT. FYI: FIRM IS ALREADY DISCUSSING CARACAS IRON ORE PROJECT WITH US STEEL IN THIS COUNTRY.

4. IN INTEREST SAVING TIME BEFORE PULLMAN VISIT, TECHNICAL DATA MENTIONED PARA 7 OF REFTEL SHOULD BE AIRMAILED DIRECTLY TO: MR. GEORGE ROUSSEAU, PULLMAN-STANDARD CHAMP CARRY TECHNICAL CENTER, 1414 FIELD ST., HAMMOND, IND. 46320. ROUSSEAU IS CHIEF ENGINEER RESPONSIBLE FOR PREPARING PROPOSAL. CORRESPONDENCE RE ANY OTHER TOPICS MAY BE SENT TO MR. RICHARD GRIFFIN AT WASHINGTON ADDRESS MENTIONED IN PREVIOUS COMMUNICATIONS.

5. PULLMAN-STANDARD HAS ADKED US TO EXPRESS ITS APPRECIATION TO CONGEN FOR ALL ASSISTANCE AND SUPPORT THAT HAS BEEN PROVIDED TO DATE. WE AGREE WITH FIRM AND BELIEVE POST'S INTEREST AND ATTENTION TO THIS MAJOR EXPORT CASE IS COMMENDABLE. RUSH

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30 JUN 2005

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